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CENTERS** **PAGE 20**



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DOOSAN

COMPANY INFORMATION**BUSINESS:** Blue Star, Inc.**IN BUSINESS SINCE:** 1978**LOCATION:** Warren, Michigan**DOOSAN MACHINES:** DX350LC-5, DX300LC-3 (three), DX225LC-5 and DX85R-3 crawler excavators; DX225MH-3 material handler**DOOSAN DEALER:** Carleton Equipment

DEMOLITION IN DETROIT

No major U.S. city has suffered more economically in the last 70 years than Detroit, Michigan. What was once a thriving automotive manufacturing center with a robust middle class has fallen on hard times. The good news is companies, like Blue Star, Inc., are helping the city and local organizations remove blighted homes to help improve property values.

To put things in perspective, the population of Detroit in 1950 was approximately 1.8 million, its estimated peak population.

In 2017, the latest population data from the U.S. Census Bureau showed there was an estimated 673,104 residents living in Detroit. A massive exodus when tens of thousands of jobs were lost created a glut of vacant homes.

The abandoned home issue came to a head in 2013 when the U.S. federal government provided money through its Troubled Asset Relief Program. A massive grassroots survey identified more than 40,000 structures, mostly single-family residential properties,

as blighted. Thousands more were at risk for becoming rundown and abandoned. Many could not be salvaged.

According to a report provided by the Detroit Building Authority and the Detroit Demolition Program, the city has demolished 16,604 vacant buildings since 2014. The organization claims if it maintains this pace, the city can remove 40,000 blighted structures in about eight years. Original estimates put the pace at about 30 years.

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Demolition specialists

With as many demolition needs as the City of Detroit has, it provides an opportunity for local contractors, including Blue Star, Inc., to step up and help the city with residential, commercial and industrial demolition services. Scott Krall, president of Blue Star, states the company has predominantly been working in the three Detroit-Metro area counties to perform demolition work. This includes Wayne County, where the City of Detroit is located, Macomb and Oakland counties, situated just north and northwest of Detroit. Scott has been with the company for 12 years and is the estimator for the company's complete teardowns, which require the use of heavy construction equipment.

The company's portfolio includes selective and controlled demolition projects, such as residential, small retail spaces, hospitals, hotels, churches, schools, office and industrial buildings, and airports.

"I consider us a production-based demolition company," Scott explains. "We are usually not at one site more than a couple of days, depending on the project."

Right-sized equipment

Having the proper size equipment – both heavy and compact – makes a big difference for Blue Star. The company has strategically selected the machines it uses from smaller interior demolition jobs to larger complete demolition projects. For many years, Blue Star and its employees have partnered with Carleton Equipment for

its compact equipment needs.

In 2011, Blue Star had the opportunity to purchase a new brand of crawler excavator – a Doosan® DX225LC-3. The local sales specialist contacted Blue Star and asked if they wanted to try out the machine.

"It was in our market, and we happened to be looking for a machine," Scott says. "As a matter of fact, we still have the machine."

That first purchase has since led to six more Doosan excavators, from a compact DX85R-3 to the much larger DX350LC-5. "We have a long working relationship with Carleton Equipment," Scott mentions. "I think they do an outstanding job. I have several contacts that we can call whatever the situation, and they're very responsive."

Each Doosan excavator is outfitted with a hydraulic or mechanical thumb and a bucket. Operators can easily control and vary the speed at which the thumb opens or closes with the roller switch on the excavator's right joystick.

"The hydraulic main pin thumb helps the excavator operator control the demolition process," Scott says. "They can safely choose what they're taking down with the bucket and the thumb combination. Obviously, when the operators are loading out the debris, they have more control of the debris so it's not spilling and falling all over."

The larger excavators, including the DX350LC-5, are used to tear down commercial and residential structures. Once knocked down, the excavator operator will start sorting the materials. Scott says concrete is placed in one area while scrap metal goes to another side. Eventually, the excavator operators will load it into a truck or container for recycling or disposal.

Larger projects, such as a grocery store, may be as big as 125,000 square feet. Blue Star's contract generally includes demolishing the building and pulling out the concrete slabs and foundations. On the smaller scale, a project may be as simple as demolishing a detached garage at a single-family home or a commercial-sized building. The company's largest complete demolition project to date was a 2.1 million-square-foot project in Shelby Township. Blue Star's first Doosan DX225LC excavator was on the job helping with the demolition and sorting.

"Our industry is constantly changing along with the machines that we use," Scott says. "The machines have to be up on all



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WE HAVE A LONG WORKING RELATIONSHIP WITH CARLETON EQUIPMENT. **I THINK THEY DO AN OUTSTANDING JOB.** I HAVE SEVERAL CONTACTS THAT WE CAN CALL WHATEVER THE SITUATION, AND THEY'RE VERY RESPONSIVE.

— **SCOTT KRALL** / BLUE STAR, INC.

”—

safety standards. Nearly all of our Doosan equipment is equipped and outfitted to go on specialized projects.”

Recycling efforts

Regardless of the size of demolition projects, Blue Star does its best to recycle as much debris as possible and divert it from sanitary landfills, using its excavators to sort and load materials. In addition to the Doosan excavators, Blue Star purchased a Doosan DX225MH-3 material handler from Carleton Equipment to improve its recycling efficiency at demolition projects.

Blue Star takes the material handler to larger projects and uses it for cleaning up the debris. “If we have a debris pile, we will spread it out, and then an operator will use the magnet with the material handler to get the metal out of it,” Scott says. “Doing so lowers the weight and the amount of debris we are taking to the landfills, and we can take the recovered metals to local scrapyards.”

Depending on the material, Blue Star does as much hauling as it can with its own

trucks. When the company gets on larger demolition sites, Blue Star will bring in brokers’ containers and trucks to haul away the scrap metal. Blue Star equipment operators use the Doosan excavators or compact loaders to load the containers, and then the brokers haul them offsite with their trucks.

Excavator operators sort concrete and masonry at the site. Scott says the concrete goes to local concrete crushers for recycling, and the masonry goes to a nearby landfill where they can use the material for temporary roads. “Concrete crushed product is always in need,” Scott says. “And the steel, aluminum and copper, there’s value to that non-ferrous material as well. We always try to take as little to the landfill as possible.”

Working in demolition requires durable and powerful equipment. Blue Star has equipped its fleet with the right mix of heavy and compact equipment to finish projects quickly and move onto the next one. There is little room for downtime as the company has multiple projects going

on at the same time. Blue Star counts on the Doosan machines to be operational every day, and thanks to the company’s partnership with Doosan and Carleton Equipment, Blue Star knows they’ll be ready for the next demolition assignment. **DM**



Visit DoosanEquipment.com/BlueStar to watch a time-lapse video of a Doosan excavator taking down a vacant house in Detroit in a matter of minutes.



SCRAPPING ON THE WATERFRONT IN WESTERN CANADA

COMPANY INFORMATION

BUSINESS: AMIX Recycling, a division of AMIX Group

IN BUSINESS SINCE: 1971

LOCATION: Surrey, British Columbia

DOOSAN MACHINES: DX300MH-5 material handler; DX530LC-5 crawler excavator

DOOSAN DEALER: Westerra Equipment

A queue of old barges and tugboats idle and rock gently in the Fraser River south of beautiful Vancouver, British Columbia. It could be an idyllic scene – but this is no watercolor painting. These old vessels are lined up to be demolished and turned into scrap metal by skilled operators and the hydraulic power of two Doosan® powerhouse machines: a Doosan DX530LC-5 crawler excavator outfitted with a hydraulic shear and a DX300MH-5 material handler with a Doosan grapple.

Scrapping with waterfront access

AMIX Group began as a scrap metal recycling business in 1971. It has since diversified into a number of complementary business divisions, with the AMIX Recycling division overseeing the company's scrap metal business, including a four-acre scrapyards on the Fraser River. Dean Anderson, operations manager for AMIX Recycling, says the Fraser River yard takes in anywhere from 50 to 250 tons of ferrous and non-ferrous metal a day.

The yard accepts scrap deliveries by truck, train and barge. Truck deliveries, with roll-off containers holding 20 to 40 cubic yards of material, arrive from a nearby four-lane highway. Two spurs of a Canadian National railroad line allow for delivery and shipping via rail, and the waterfront location enables the yard to take barge deliveries.

Most of the scrap comes from construction contractors, but the yard also gets

a significant amount of scrap from waterborne vessels.

To scrap vessels, AMIX Recycling employees remove surplus items from the craft and then use a large, on-shore winch to pull the vessel out of the water and onto a bulkhead. Once it's pulled out of the water, an operator in the DX530LC-5 uses a hydraulic shear to cut the vessel into four-by-two-foot pieces. Another operator in the DX300MH-5 material handler uses a Doosan grapple attachment to pick up the metal pieces the shear leaves behind and sort and stockpile them nearby. Operators then use the DX300MH-5 to load the material into a high-speed container loader, which moves the scrap into shipping containers. They then transload the containers of scrap onto trucks and send it to be recycled.

In addition to vessels, AMIX Recycling scraps large pieces of machinery, like dock cranes and rubber-tired gantry cranes,



“ THE DOOSAN MATERIAL HANDLER CAN MOVE SMALL MATERIAL FAST. — JIM MURPHY / AMIX GROUP ”

from nearby ports. When the AMIX yard is running at full capacity, operators are moving scrap and running the Doosan excavator and material handler almost continuously throughout the day.

The benefits of a modern machine

Prior to purchasing the DX300MH-5, AMIX Group was using log loaders to stockpile scrap. The company knew it needed to upgrade to a modern machine, and Dean asked Jim Murphy, AMIX Group equipment/surplus asset manager, to solicit bids for a new material handler. Darren Sabatino, a territory manager with Westerra Equipment in Abbotsford, British Columbia, had previously sold Jim a Doosan DL300 wheel loader for Western Concrete, another division of AMIX Group, and put in a tender for the material handler.



Jim Murphy (left) with Darren Sabatino, Westerra Equipment

“Darren gave us a great deal on the material handler,” Jim says. “He was honest, and we knew we would get support from Westerra.”

Jim says the DX300MH-5 has met expectations. It’s much faster at piling material than the old log loaders, and the operators are impressed.

“The Doosan material handler can move

small material fast,” Jim says. “One of our most experienced operators, a guy who has run more machines than most people probably ever will, was just talking to me about the material handler. He is impressed with the track power, the speed and the stability of the machine, compared to all other machines. That is huge, coming from a guy like that.”

When AMIX Group was looking to purchase an excavator with a shear, Darren helped

Jim find a 60-ton DX530LC-5 crawler excavator at Craig Taylor Equipment, an authorized Doosan dealer in Fairbanks, Alaska. Jim met Darren in Fairbanks to test out the machine.

“The 530 is an impressive machine,” Jim says. “When I tried it out in Fairbanks, it was incredible. It was smooth. It’s the kind of machine that can make a bad operator look good.”

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Jim Murphy (left) with Dean Anderson,
AMIX Recycling



After returning from Fairbanks, Jim convinced Dean that the DX530LC-5 was the machine they needed. Dean tried the machine out once it arrived and quickly became a believer.

“The first time I ran that, it was, by far, the smoothest machine I’ve ever run in my life,” Dean says. “The first two minutes that I started running it, it felt like I had been in the seat for 10 years.”

Dean says the DX530LC-5 is smooth, properly balanced and extremely powerful. It has impressed Dean and Jim enough that they are considering future purchases from Westerra Equipment and Doosan.

A strong dealer and manufacturer partner

After purchasing the DX300MH-5 and the DX530LC-5 from Westerra Group, Darren took Jim and Dean to The Doosan Real Operation Center (ROC) near Tucson, Arizona. At The ROC, they were able to test the entire Doosan heavy equipment lineup.

“If you’re entertaining buying a piece of equipment from Doosan, you should go to The ROC,” Jim says. “It’s impressive.”

Jim says when he was at The ROC, he operated a Doosan® DA40-5 articulated dump truck (ADT), and that it was the best ADT, or rock truck, he had run.

“The DA40 rock truck is, by far, the superior rock truck in the market, right now,” Jim says.

A chief reason Jim, Dean and AMIX Group have begun to fill out their fleet with Doosan orange is Darren and Westerra Equipment’s outstanding customer service.

“We’re 110 percent being taken care of,” Jim says. “We know about recycling, and they’re learning from us. Darren and the other guys at Westerra Equipment are incredible. They take care of you.” **DM**

Visit DoosanEquipment.com/MH to learn more about Doosan material handlers.

Doosan material handlers

Doosan offers a lineup of three material handlers in North America. All Doosan® material handlers have four power modes, including a lifting work mode that is ideal for scrap recycling applications. The One-Touch PowerBoost button on the right-hand joystick of all Doosan material handlers provides momentary increased hydraulic power for operators when they encounter a difficult load.



DX210WMH-5

The DX210WMH-5 is a 30-ton wheel material handler with a standard hydraulic cab riser that can be raised to a max height of 6.5 feet. It has a 189-hp engine at 1,900 rpm.



DX225MH-5

The DX225MH-5 is a 30-ton crawler material handler with a fixed 4-foot cab riser and an engine with 162 hp at 1,800 rpm.



DX300MH-5

The DX300MH-5 is a 40-ton crawler material handler with a fixed 6-foot cab riser. It has an engine with 358 hp at 1,800 rpm.

Turn to page 23 for more material handler specs.



REPLACING AN OLD DRAGLINE CRANE WITH A SUPER-LONG-REACH EXCAVATOR

COMPANY INFORMATION

BUSINESS: Hixson Sand & Gravel Inc.

IN BUSINESS SINCE: 1955

LOCATION: Garrett, Indiana

DOOSAN MACHINES: DX530LC-5 SLR crawler excavator; DL450-5 and DL550-5 wheel loaders

DOOSAN DEALER: B&W Equipment Co., Inc.

Raymond Hixson started running a dragline crane at his family's sand and gravel quarry when he was 17 years old. He's 75 now. As the next generation took over Hixson Sand & Gravel in Garrett, Indiana, they faced a common dilemma for rural dragline

crane owners: How do you find and hire an experienced dragline crane operator?

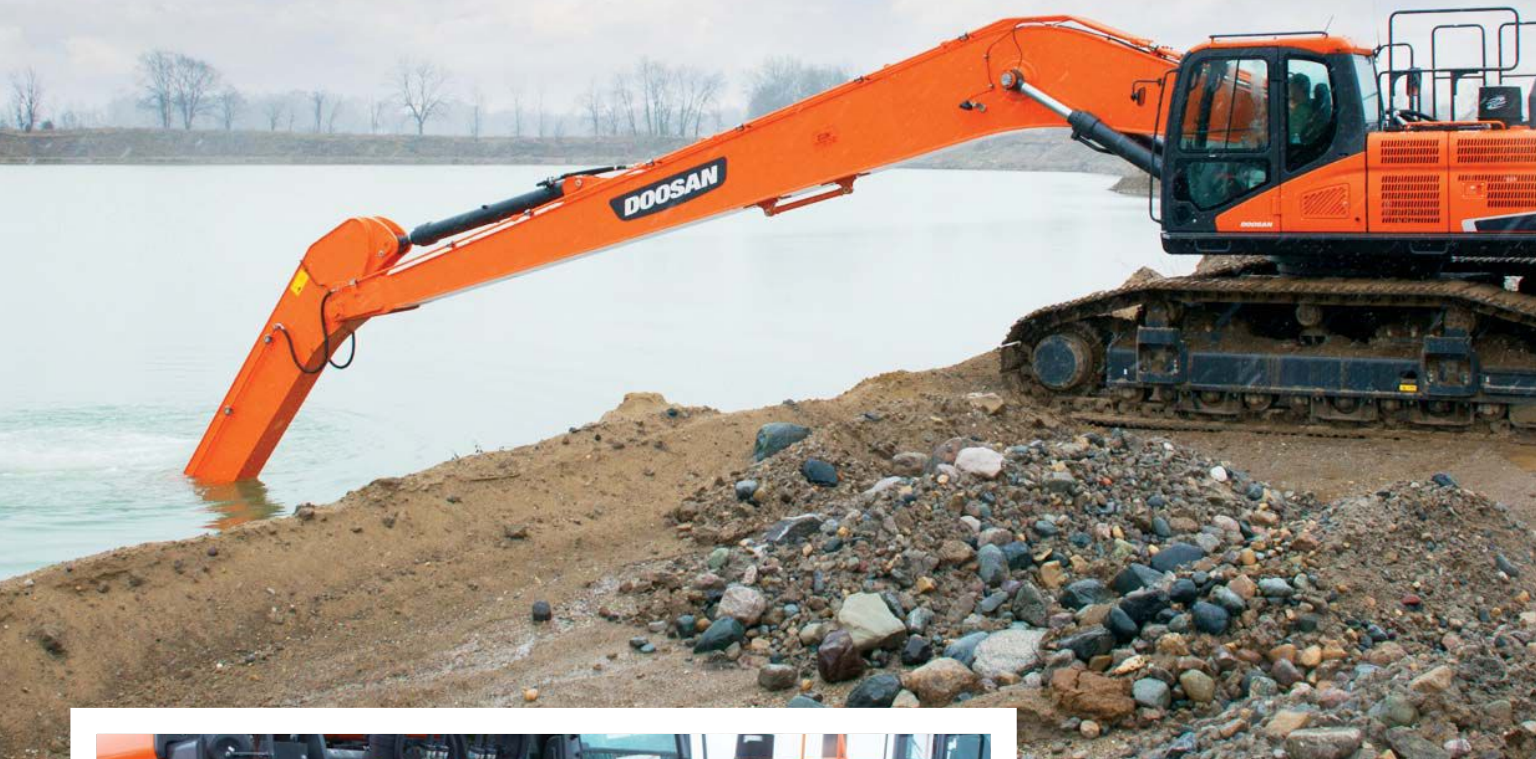
"It's a skill to run a dragline crane, and those gentlemen are becoming far and few between anymore," says Robin Hixson, Raymond's daughter and the company's office manager.

Their answer was to recently replace the aging dragline crane with a new super-long-reach hydraulic excavator. It's now operated by Logan Hixson, Robin's nephew and the eighth generation of Hixsons and the third generation still here to run the business.

Quarrying with a long-reach excavator, Logan sits in the comfort of the enclosed cab of a Doosan® DX530LC-5 SLR crawler excavator, which he has situated next to the water. Combined, the excavator's customized arm and boom stretch 72 feet. In other words, if the excavator is situated on the 20-yard line of a football field and stretched its arm out to its maximum length, its bucket would be across the goal line. The DX530LC-5 SLR is the largest Doosan crawler excavator sold in the United States and Canada.

Using two excavator joysticks, Logan extends the excavator's arm beneath the

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Left to right: Troy Hixson, Jim Hixson, Logan Hixson, Ray Hixson, Robin Hixson, Scot Brumbaugh and Paul Gick (B&W Equipment).

surface of the water and into a vein of sand. He fills the bucket and carefully lifts it out of the water, and then piles the sand nearby where he or his dad will later load it into trucks with a wheel loader.

“The Doosan excavator is very smooth and easy to control,” Logan says. “The joysticks are amazing on it compared to the excavator that I used to run.”

In addition to the DX530LC-5 SLR excavator, the Hixsons recently purchased a 6.25-cubic-yard Doosan® DL450-5 and a 7.5-cubic-yard Doosan DL550-5 wheel

loader from Paul Gick at B&W Equipment Company, Inc., in Fort Wayne, Indiana.

“We tried about every brand out there except for Doosan,” Robin says. “So we decided Doosan was something that we wanted to try, and the operators fell in love.”

Hixson Sand & Gravel operators use the wheel loaders with buckets to transport the extracted material to the washing plant, where it is processed to remove other types of stone and sand.

“The Doosan wheel loaders are tough machines,” Logan says. “They have more hydraulic power than we know what to do with.”

Logan performs the daily maintenance on the machines, and if he needs parts, Paul Gick from B&W Equipment will drive a part out to him.

“Paul has taken very good care of us and treats us as family,” Robin says. “He treats us as his own family.”

Robin Hixson knows about family. It’s sustained Hixson Sand & Gravel for generations.

Family-owned business

Robin says Hixson Sand & Gravel is family-owned and family-operated. She does not exaggerate. Forrest Hixson (Robin’s great-grandfather) had leased the ground to several other people. When his son James (Robin’s grandfather) was older, he joined the Navy. When James returned home, he was working on the railroad. He had three sons: Larry, Raymond and Carl. When James Hixson needed something for his sons to do, other than farming, he took the gravel pit for his sons to run in 1955. All nine of the employees of Hixson Sand & Gravel are related. Raymond Hixson and his sons Jim and Bobby Hixson; Raymond’s



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THE DOOSAN WHEEL LOADERS ARE TOUGH MACHINES.
THEY HAVE MORE HYDRAULIC POWER THAN WE KNOW
WHAT TO DO WITH.

– LOGAN HIXSON / HIXSON SAND & GRAVEL INC.

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daughters Robin Hixson and Beth Klink; and Raymond's two grandsons Logan Hixson and Brock Klink (summer employee). Raymond's two nephews – Scot Brumbaugh and Troy Hixson – drive the tri-axes for the pit. Raymond's two brothers – Larry Hixson and Carl Hixson – are part owners. They are both retired.

The business sits on roughly 120 acres about 20 miles north of Fort Wayne in northeastern Indiana, just off State Road 205. That highway is the reason the family is in the sand and gravel business. The Hixsons moved to Indiana in 1855 as farmers. In 1910 the creek was dredged. The State of Indiana came along in the 1940s and built State Road 205 beside the Hixsons' land. It needed gravel for the construction. The Hixsons seized the opportunity and started a small gravel quarry on their land. That initial quarry has turned into a diversified, multi-generational business that's open year-round, six days a week.

“We're all family, all family-owned and family-operated,” Robin says. “We have been since my great-great-great-grandfather.”

In addition to sand and gravel, Hixson Sand & Gravel generates a number of additional revenue streams by carrying complementary products, including limestone, drainage products like culverts and pipes, topsoil, and other landscaping goods. It also offers agricultural drainage products for the thousands of farms it neighbors.

“When the gravel end is slow, tile end is up, and when tile is down, gravel is up,” Robin says. “It balances itself out. My youngest brother, Bobby, does a great job in the tile end of the business. We have a wide variety of options here at the aggregate tile end.”

The variety of goods and the family business touch has helped the Hixsons build a positive reputation among both commercial contractors and private homeowners in this part of Indiana.

“Just word of mouth I think is the biggest advertisement that you could ever ask for,” Robin says. “They say, ‘Hey, do you know where we can go get topsoil?’ Or, ‘Do you know where we can go get tile?’ And they say, ‘I know exactly where you can go; you can head to Hixson's, and they'll take care of you.’”

That kind of word of mouth takes generations to build and maintain. It's what has kept Hixson Sand & Gravel in business, and it's what Robin believes will keep the business going well into the future.

“We just keep plugging and chugging every day and do our jobs,” Robin says. “We just keep going and continue the tradition of what our ancestors started, and we want to keep it going for the next generation that's coming up.” **DM**

Safety matters

At Hixson Sand & Gravel, safety is a top priority. Robin Hixson says the company does an annual safety training routine to ensure that employees are aware of the requirements. “My brother Bobby does the safety training,” Robin says. “We usually do the safety training when it starts to slow down in November, before the holidays start hitting. Bobby goes through the employee training and makes sure everything is up to date. Safety is very important in our operation.”

BUILDING A BUSINESS MOVING 5-TON ROCKS

COMPANY INFORMATION

BUSINESS: Advanced Wall Structures

IN BUSINESS SINCE: 1992

LOCATION: Prior Lake, Minnesota

DOOSAN MACHINES: DX235LCR-5 (three), DX140LCR-5 and DX85R-3 crawler excavators

DOOSAN DEALER: Lano Equipment

Matt Quinnett is just 29 years old yet this heavy equipment operator has logged thousands of hours in excavators. The Minnesota native currently works in the family business to build artistic boulder retaining walls in the growing Minneapolis suburbs. For Matt, building the walls isn't work; it's a fun challenge.

Matt's parents started Advanced Wall Structures in 1992. His mom, Patti, is the president of the company and his dad, Terry, is the vice president. A brother, Chris Theis, works side by side with Matt as the duo uses Doosan® excavators to excavate, compact, build and finish sculpting the land for new home developers.

"We work for a lot of bigger, national homebuilders as well as local companies to help them develop sites," Matt says. "We're a preferred contractor. It took us a long time to get this reputation, and it's very important to us. Builders just call us, and we take care of what they need. We work on relationships more than anything, and it's worked out very well for us."

We are backlogged six months with work, sometimes up to a year."

Building walls

In the early '90s, Terry and Patti started their company by building block retaining walls. Matt says a family neighbor invented a retaining wall unit, and it was one of the first block units. Terry traveled the United States building retaining walls with the blocks for nearly 12 years. Eventually, Terry settled back in the southern Minneapolis suburbs to grow Advanced Wall Structures as builders were buying up rural property and preparing new housing developments.

Much of the work building block retaining walls was done with compact equipment, specifically skid-steer loaders and compact excavators. As the wall projects got bigger, the family purchased a larger crawler excavator that could lift heavier material. In the Minneapolis area, developers' attention shifted away from traditional retaining block walls to something new – boulder walls made from natural stone in Minnesota. Advanced Wall Structures seized the opportunity in 2008 and shifted much of its focus to building the more natural-looking walls in new housing communities. Today, Matt says approximately 90 percent of the company's retaining wall business is boulder walls and the remaining 10 percent is the traditional block walls. "The boulder walls blend into housing developments; they're more natural," he says.



Terry Quinnett (left), Kurt Lano and Matt Quinnett

Time for a switch

Building boulder walls requires larger equipment, particularly for lifting and placing tasks. After nearly four years with a Case crawler excavator, the family was introduced to a new brand – Doosan. A change in ownership at the local Case dealer coupled with poor customer service had the Quinnett family looking elsewhere. The family had previously purchased Bobcat® compact equipment from Lano Equipment and decided to request a demo of a Doosan® DX180LC-3 excavator alongside the company's Case excavator.



"My dad leaves the equipment decisions up to me," Matt says. "I did a demo with a Doosan DX180LC-3 with the Case excavator that we had on-site. It allowed me to move between the machines and see what was different between each one. The DX180LC-3 was a vast improvement from the Case machine in terms of power and fuel consumption. We had never bought a new excavator, so it was a huge step for us, and we wanted the right machine."

That initial demonstration and subsequent Doosan excavator purchase has led to a solid partnership between Advanced Wall Structures and Lano Equipment. Since buying the DX180LC-3 in 2012, the company has bought four DX235LCR-5 excavators, one DX140LCR-5 excavator and a DX85R-3 excavator.

"When we traded in our first machine, the DX180LC-3, I couldn't believe what we got for the machine," Matt says. "It held its value. I think the machine was at the dealership for a week, and it was gone. Someone scooped it up right away."



Kurt Lano (left) and Matt Quinnell

"We have a great relationship with Lano Equipment. They take really good care of us. Our salesman, Kurt Lano, treats us like family. When I walk into the dealership, I know everyone, and they know me."

As the company built its fleet of reduced-tail-swing crawler excavators, it brought work in-house that it previously subbed out to another contractor. Matt and his operators use the nimble excavators regularly at busy residential developments.

"In the past, a lot of the excavation was done by other companies, and we came in and built the retaining walls," Matt says. "Now we get into a lot more excavation. We move a lot of dirt for the size of our company – on top of just building the block or boulder walls."

Boulder wall basics

Matt estimates the company builds approximately 60,000 to 70,000 square feet of boulder walls a year, at a variety of heights, using Doosan excavators to set the boulders in place. A critical part to the company's success is compaction. Operators use the excavators with plate compactors to ensure the ground is ready for the fabric that sits between the dirt and the boulders. "The fabric makes it so the wall cannot wash out," Matt explains. "It's heavy-duty, 8.5-ounce filter fabric."

Once the fabric is in place, Matt pairs a Doosan excavator with a hydraulic rotating grapple to lift, rotate and place the boulders to build the walls.

"I'm at maximum lifting capacity a lot of times, even with our big Doosan machines," he says. "I can pick up rocks that are 11 or 12 tons, even with our big grapple on the end of the arm. The Doosan machines have enough power to manipulate the rocks. I like to let the machines do all the hard work."

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Instagram star

Matt Quinnell may not have a degree in marketing, but the operator extraordinaire certainly has social media smarts. In just a few years, Matt has built a significant following on his Instagram account. He has more than 30,000 fans who follow his regular posts showing pictures and video of his equipment in action. "I usually share five to 10 video clips a day of what we're doing," Matt says. "About 4,000 to 4,500 people watch the clips every day. I think that's part of why we have such a big following, because we're sharing content every day."

Social media has expanded Matt's ability to communicate with other excavation companies globally. "I'm talking to another contractor from Maui (Hawaii) about business decisions," Matt says. "Other contractors who have a large social media following, like me, end up talking to each other to figure stuff out. That's something new because of social media."



Follow Advanced Wall Structures on Instagram
@advancedwallstructures



Matt spends up to 12 hours a day in the excavators. "I tell people that my sandbox just got bigger," he says. "I love it. I spent all my time when I was a child in my sandbox or watching my dad do stuff in his skid-steer loaders. People always joke with me that I play Tetris all day long, but it's an extreme form of Tetris with 5-ton rocks."

Advanced Wall Structures hit its sweet spot with the DX235LCR-5 excavators. "We own three DX235LCR-5 excavators, and they are my favorite machines," Matt says. "They've got so much power. I can't believe some of the things that they can do as far as moving weight and the force they have. We push our machines to their limits and beyond a lot of times."

Father knows best

One of the company's newest Doosan® machines, a DX140LCR-5, came equipped with optional rubber track pads and a dozer blade. Matt explains that, in some of the housing developments, he needs to move an excavator over sidewalks and curbs. The rubber pads have been very useful when he needs to carefully

maneuver the Doosan excavator without disrupting the finished concrete.

"We still build quite a few smaller retaining walls which are 4 or 5 feet tall, so we can use the new DX140LCR-5 to build those; it's a timesaver," he says. "We set the blade down, and we've got more stability than you can ask for. And the new machine has a rearview and sideview camera. I usually have my camera up on my screen so I can glance somewhere when I'm working in a tight area. I can check the straightness of the wall with just the camera so I don't have to get out anymore."

"We wanted to make the DX140LCR-5 like a Swiss Army knife – a machine that could do a bunch of different tasks at a moment's notice."

With each new Doosan machine, Matt says he notices enhancements that make his job more comfortable and more productive. He says Doosan excavators give him better visibility to the grapple when he is placing boulders to build walls. "It's a really comfortable machine to sit in," he says. "I spend between 1,200 and 1,500 hours in these machines a year. I don't get a sore back or anything like that."

Matt has an eye condition called photophobia, which is an extreme



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THE DOOSAN MACHINES
HAVE ENOUGH POWER TO
MANIPULATE THE ROCKS. I
LIKE TO LET THE MACHINES
DO ALL THE HARD WORK.

— MATT QUINNELL /
ADVANCED WALL STRUCTURES

”

sensitivity to light. As a result, he has tinted the windows in the company's excavators to minimize his sensitivity to sunlight and make his eyes more comfortable while operating. He says it cuts down on glare and his eye fatigue, yet it doesn't affect his visibility to the jobsite or his productivity.

Another bonus of the tinted windows is a cooler machine, meaning he doesn't have to run the air conditioning as hard during summer.

Supplemental work

In between building walls, Advanced Wall Structures performs demolition work for developers to remove an existing home on a property designated for development. The company will bring its Doosan machines and attachments to the site and make short work of the existing home.

“In Minnesota, housing footings go down 48 inches,” Matt says. “I'll dig around just one side of it to expose it, and I'll grab a 10- or 12-foot section of footing, and the machine will rip it right out of the ground.”

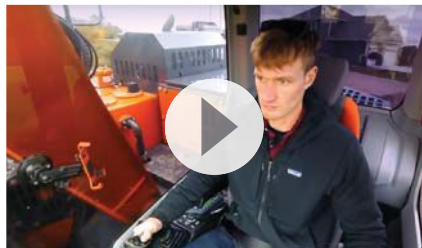
Paired with grapples, the Doosan excavators help Matt and his operators remove foundations and construction debris; sort metals and other recyclable material; and load waste into roll-off containers for disposal at a sanitary landfill.

Matt says other demolition companies sometimes leave part of the foundation, forcing the companies who do the mass excavation to bring in a machine to finish the job. Developers know what they're getting when they hire Advanced Wall Structures to remove the foundations.

Working profession

Matt enrolled in college after high school and had his sights set on being a mechanical engineer. It didn't take long for him to realize he'd rather be in the cab of an excavator than sitting in a classroom. “I enjoyed being in a machine and working on jobsites, building things,” Matt says. “I've been around construction my whole life. When I was younger, I helped my dad on weekends and during summer when I wasn't in school. I started like anyone else. I had a shovel in my hand when I was 15 years old. Any chance I had to get in a machine and try to learn, I took it and ran with it. It's all self-taught.

“I've learned from my mistakes and how to work smarter. I remember seeing someone building boulder walls when I was younger, and I said, ‘One day I want to do that.’ There aren't many companies like ours.” **DM**



Visit DoosanEquipment.com/Quinnell to watch Matt Quinnell using Doosan excavators to build boulder walls.



PERSISTENCE PAYS OFF



John Glacken

COMPANY INFORMATION

BUSINESS: Dapaul Chip, LLC

IN BUSINESS SINCE: 1985

LOCATION: Tumwater, Washington

DOOSAN MACHINES: DX300LL (two) and DX225LL log loaders; DL420-5 and DL400 wheel loaders

DOOSAN DEALER: Cascade Trader

For nearly 200 years, the logging industry has played a vital role in Washington. Approximately half of the state is covered in forests, with 21 million acres of forested land available, as reported

by the Washington State Department of Commerce. So many trees mean local loggers – like John Glacken, owner of Dapaul Chip, LLC – are staying busy.

“The logging industry has certainly changed over the years, but the amount of production our company has seen is steadily increasing,” John says. “On average, we are processing 50 to 60 loads of timber each day. We are one of the smaller chipping companies in the area, but we have some great customers who keep us in business.”



While chipping has certainly paid off for John, he had no interest in the business when he graduated from high school.

"It's funny to think how I got my start in the chipping industry," John says. "I had grown up around the industry, but I wasn't interested in being a logger. But, a friend of mine called me up in 1987 and mentioned Dapaul Chip had a job opening. He said if I wasn't there the next day that I wasn't going to get the job. So, I applied and was shoveling bark the next day. I ended up really enjoying what I was doing."

A few years later, John made the transition from shoveling bark to running equipment. Then, in 1996, John became general manager. Eight years later, when the previous owner decided he wanted to retire, he offered the company to John.



"I quickly jumped at the opportunity to buy the company," John says. "I ended up loving what I did – it just felt like home to me."

Chipping away at uncertainty

Dapaul Chip is a full-service mill that specializes in chipping as well as sorting and loading for a variety of local customers, including Nippon Paper, Millwood Timber, Defiance Forest Products and Green Diamond Resources.

"Each of our customers harvests their own timber and then delivers the logs to us," John says. "We scale the logs, debark them, and then sort them by species, size and end use based on our customers' specifications. They decide if they want the wood to be chipped or cut to a specified length."

To keep up with the influx of businesses and customization, John decided he needed to grow his heavy equipment fleet.

"Shortly after I bought the company, a former sales specialist at Cascade Trader stopped by the mill and introduced the Doosan equipment brand to me," John says. "I thought there was no way I was going to purchase a machine from a brand I had never heard of."

But, after calling a few local Doosan® equipment owners, John slowly changed his mind.

continued on page 18



"Each person I called said they had good luck with the brand," John says. "I trusted their opinion, so I decided to demo a DX300LL log loader and a DL400 wheel loader. Within a week, I had bought the two machines." Doosan® machines were the ideal solution for John, saving him an average of three to five gallons of fuel an hour compared to his previous equipment.

"Fuel savings is huge in our line of business," John says. "Basically, the fuel savings itself paid for the machines."

Today, John has four Doosan machines that he uses year-round. Three of his machines operate 10 hours a day at the Tumwater mill. A DX300LL log loader sorts and loads logs, while a DL400

wheel loader cleans up wood chips around the yard. John's newest machine, a DL420-5 wheel loader, primarily loads trucks with processed wood chips. His fourth machine, a DX225LL log loader, unloads timber at the company's Dayton, Washington, satellite yard.

"The reliability, ease of use and fuel savings are like no other," John says. "My crew is able to get wood processed and trucks loaded in very little time, which our customers really appreciate. Plus, the machines are easy to use and comfortable for my guys. The machines have really boosted our business."

Overcoming obstacles

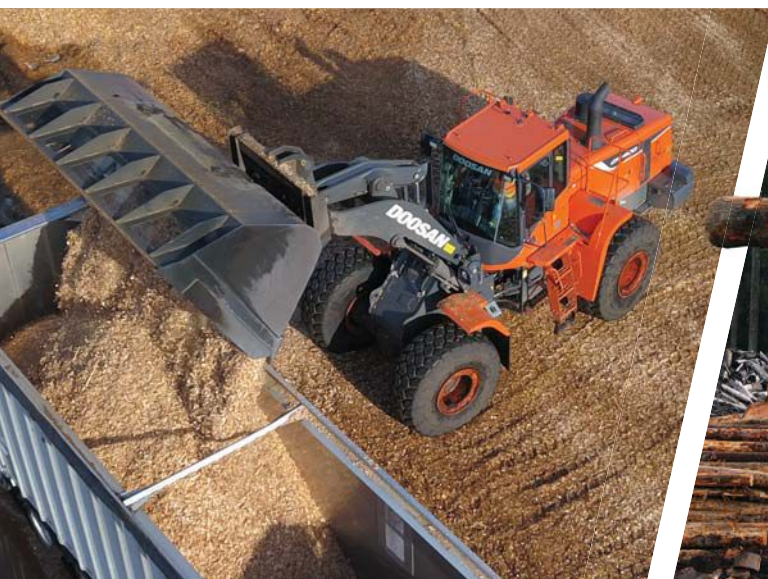
Dapaul Chip has primarily been successful over the years; however, the company has gone through its fair share of challenges, especially when its primary mill burnt down in 2016.

"I showed up on the jobsite the morning of the fire and saw my crew standing shoulder

Word-of-mouth marketing grows business

Gaining a loyal customer base can be difficult for some business owners. But not for John Glacken, owner of Dapaul Chip, LLC. John has grown his business the organic way – through word of mouth.

"I actually never marketed the business," John says. "Dapaul Chip had a longstanding relationship with one customer when I bought the company, and through word of mouth, more customers came to us based on our reputation. Our ability to put our customers first and do a good job really travels fast in a community like ours. I can't imagine having better customers, who are real people, working to make a living and helping us make a living."



Jim Wark (left) and John Glacken

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WHEN I NEED PARTS, I CALL UP JIM WARK AT CASCADE TRADER. THERE HAVE BEEN TIMES A PART NEEDED TO BE REBUILT, AND MY DEALERSHIP HAS BROUGHT A LOANER TO ME. **THEY’VE MADE LIFE EASY FOR US.**

– JOHN GLACKEN / DAPAU CHIP

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to shoulder with tears in their eyes,” John says. “The entire south end of our mill was burnt to the ground. It was an unfortunate accident – luckily no one was hurt – but it was a big blow to us.”

John’s team didn’t stand around for long. Everyone got to work cleaning up and tearing the remaining mill down once the insurance company had filed its claim. “Something as devastating as this really made me look at everything we were doing as a company and our processes,” John says. “It was a big learning curve, but we hung in there.”

The entire rebuild took six months; however, that didn’t stop Dapaul Chip from continuing to serve its customers.

“Instead of closing up shop for six months, we did what we could maintenance-wise with our Doosan machines while taking care of our customers,” John says. “It

really shows how we came together as a company. I don’t have family that works here, but the individuals who work at Dapaul Chip are my family.

“We do things together, and we look out for one another. It’s not a punch in, punch out kind of place. My guys are here an hour early hanging out and drinking coffee, and most of them stay an hour later talking about what they did during the day. It’s really a family.”

On-call support

Another individual who is just like family is John’s sales specialist, Jim Wark at Cascade Trader. Like other loggers, John can’t afford downtime and lost productivity, so he depends on his crew and his dealer for parts and service.

“Each operator is responsible for his own machine,” John says. “At the end of each day, they fuel up their machine and

complete a walk-around to make sure it’s in good shape. When I need parts, I call up Jim Wark at Cascade Trader. There have been times a part needed to be rebuilt, and my dealership has brought a loaner to me. They’ve made life easy for us.”

John knows that life doesn’t always go according to plan. But, over the years, he has found out that even the slightest change can lead to a profitable and rewarding career.

“When I was younger, I swore I’d never be a logger,” John says. “I learned to really enjoy logging. It’s not easy, but I can’t imagine doing anything else.” **DM**

Visit DoosanEquipment.com/LogLoaders to learn more about the benefits of Doosan log loaders in forestry applications.



NEW DOOSAN PARTS DISTRIBUTION CENTERS **GET YOU PARTS FASTER**



Clay Caldwell, Doosan director of parts

You have business goals. We want to help you achieve them. With a customer-first approach, we're continuously improving our Doosan® equipment lineup and services, so you can stay focused on what really matters: the work.

One of the ways we're putting you first? Opening two new, Doosan-exclusive parts distribution centers. One is located in

Suwanee, Georgia, 30 miles northeast of Atlanta. The second parts distribution center is located in Lacey, Washington, approximately 60 miles southwest of Seattle. The 100,000-square-foot parts warehouse in Suwanee and the 57,000-square-foot warehouse in Lacey allow us to provide both dealers and customers better service options, deeper inventory and faster parts delivery. By

having more parts on hand, we're better equipped to minimize equipment downtime and maximize your productivity.

"Doosan is committed to being a top five construction equipment brand in North America, and these new parts distribution centers illustrate our promise to support our dealers and our customers with parts availability and prompt delivery," says

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THESE NEW PARTS DISTRIBUTION CENTERS
ILLUSTRATE OUR PROMISE TO SUPPORT OUR DEALERS
AND OUR CUSTOMERS WITH PARTS AVAILABILITY AND
PROMPT DELIVERY.

– EDWARD SONG, CEO / DOOSAN INFRACORE NORTH AMERICA, LLC

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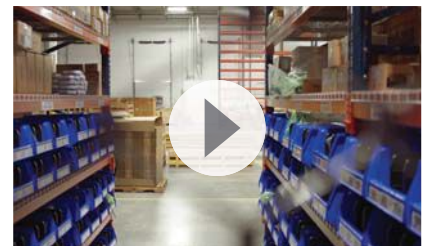
Edward Song, CEO of Doosan Infracore North America, LLC. “We can significantly reduce shipping costs, and we can provide faster delivery on a majority of our genuine Doosan parts delivered from our dedicated warehouses.”

DHL – the Americas’ leader in contract logistics – manages the parts distribution centers, ensuring the warehouses carry the right amount and type of parts and operate at peak efficiency. The Suwanee center stocks approximately 40,000 different types of parts, while the Lacey center stocks approximately 9,000 different types of parts. We can easily ship genuine Doosan parts throughout the United States and Canada.

“This is really a signal of our commitment to our Doosan customers in the United States and Canada,” says Clay Caldwell, Doosan director of parts. “Working with DHL Supply Chain allows us to reduce our order cycle times to ensure our customers are receiving critical replacement parts quickly and efficiently. We’re excited to work with a partner that not only understands our business and markets but has the capabilities to provide strategic warehousing options and seamless transportation integration.”

You deserve a reliable equipment brand to stand behind you and your company. With the new Doosan parts distribution centers, we’re committed to delivering the right part, at the right time, at right the place, so you can get the durable parts

you need to keep your equipment running and your projects on schedule. Unmatched customer service after the sale creates a true partnership focused on building your business. **DM**



Get a behind-the-scenes look at the Suwanee, Georgia, Doosan Parts Distribution Center grand opening at DoosanEquipment.com/PDC

PRODUCT SPECIFICATIONS



CRAWLER EXCAVATORS

	Operating Weight		Bucket Capacity Heaped, ISO/SAE		Rated Power Gross	
DX140LC-5	32,783 lb.	(14,870 kg)	0.48 yd ³	(0.37 m ³)	115 hp	(86 kW)
DX140LCR-5	34,987 lb.	(15,870 kg)	0.51 yd ³	(0.39 m ³)	115 hp	(86 kW)
DX180LC-5	43,224 lb.	(19,610 kg)	0.92 yd ³	(0.7 m ³)	131 hp	(98 kW)
DX225LC-5*	52,086 lb.	(23,626 kg)	1.2 yd ³	(0.92 m ³)	166 hp	(124 kW)
DX235LCR-5	56,019 lb.	(25,410 kg)	1.2 yd ³	(0.92 m ³)	189 hp	(141 kW)
DX255LC-5	57,752 lb.	(26,196 kg)	1.44 yd ³	(1.1 m ³)	189 hp	(141 kW)
DX300LC-5*	68,764 lb.	(31,191 kg)	1.66 yd ³	(1.27 m ³)	271 hp	(202 kW)
DX350LC-5	80,689 lb.	(36,600 kg)	1.95 yd ³	(1.49 m ³)	286 hp	(213 kW)
DX420LC-5	94,799 lb.	(43,000 kg)	2.49 yd ³	(1.9 m ³)	345 hp	(257 kW)
DX490LC-5	112,203 lb.	(50,894 kg)	2.8 yd ³	(2.14 m ³)	380 hp	(283 kW)
DX530LC-5*	116,576 lb.	(52,878 kg)	3.13 yd ³	(2.39 m ³)	380 hp	(283 kW)

LC = Long Carriage LCR = Long Carriage Reduced Tail Swing * = Super Long Reach (SLR) option available

WHEEL EXCAVATORS

	Operating Weight		Bucket Capacity Heaped, ISO/SAE		Rated Power Gross	
DX140W-5	34,203 lb.	(15,514 kg)	0.73 yd ³	(0.56 m ³)	137 hp	(102 kW)
DX190W-5	43,431 lb.	(19,700 kg)	1.05 yd ³	(0.80 m ³)	174 hp	(129 kW)
DX210W-5	47,179 lb.	(21,400 kg)	1.12 yd ³	(0.86 m ³)	189 hp	(141 kW)

MINI EXCAVATORS

	Operating Weight		Bucket Capacity Heaped, ISO/SAE		Rated Power Gross	
DX63-3	13,799 lb.	(6,259 kg)	0.23 yd ³	(0.17 m ³)	59 hp	(44 kW)
DX85R-3	18,960 lb.	(8,600 kg)	0.37 yd ³	(0.28 m ³)	59 hp	(44 kW)

WHEEL LOADERS

	Bucket Capacity Heaped, ISO/SAE		Tipping Load, Static Full Turn		Rated Power Gross	
DL200-5*	2.6 yd ³	(2.0 m ³)	18,620 lb.	(8,445 kg)	142 hp	(106 kW)
DL200TC-5	2.6 yd ³	(2.0 m ³)	16,625 lb.	(7,540 kg)	142 hp	(106 kW)
DL220-5*	3.0 yd ³	(2.3 m ³)	18,750 lb.	(8,505 kg)	160 hp	(119 kW)
DL250-5*	3.3 yd ³	(2.5 m ³)	21,186 lb.	(9,610 kg)	172 hp	(128 kW)
DL250TC-5	3.3 yd ³	(2.5 m ³)	20,723 lb.	(9,400 kg)	172 hp	(128 kW)
DL280-5*	3.7 yd ³	(2.8 m ³)	23,389 lb.	(10,609 kg)	172 hp	(128 kW)
DL300-5*	4.2 yd ³	(3.2 m ³)	29,939 lb.	(13,580 kg)	271 hp	(202 kW)
DL350-5*	4.8 yd ³	(3.7 m ³)	29,194 lb.	(13,424 kg)	275 hp	(205 kW)
DL420-5*	5.5 yd ³	(4.2 m ³)	35,550 lb.	(16,125 kg)	345 hp	(257 kW)
DL450-5*	6.3 yd ³	(4.8 m ³)	39,937 lb.	(18,115 kg)	345 hp	(257 kW)
DL550-5*	7.5 yd ³	(5.7 m ³)	47,675 lb.	(21,625 kg)	380 hp	(283 kW)

TC = Tool Carrier * = High Lift (HL) option available

ARTICULATED DUMP TRUCKS

	Pay Load		Body Capacity Heaped		Rated Power Gross	
DA30-5	61,729 lb.	(28,000 kg)	22.0 yd ³	(16.8 m ³)	370 hp	(276 kW)
DA40-5	88,185 lb.	(40,000 kg)	31.9 yd ³	(24.4 m ³)	493 hp	(368 kW)

LOG LOADERS

	Operating Weight		Swing Torque		Rated Power Gross	
DX225LL-5	68,784 lb.	(31,200 kg)	69,623 lbf.-ft	(9,626 kgf-m)	167 hp	(124 kW)
DX300LL-5	81,703 lb.	(37,060 kg)	87,787 lbf.-ft	(12,137 kgf-m)	271 hp	(202 kW)
DX380LL-5	113,538 lb.	(51,500 kg)	129,876 lbf.-ft	(17,956 kgf-m)	317 hp	(237 kW)
	Operating Weight		Bucket Capacity Heaped, ISO/SAE		Rated Power Gross	
DX225LL-5*	63,714 lb.	(28,900 kg)	1.2 yd ³	(0.92 m ³)	166 hp	(124 kW)

LL = Log Loader * = Roadbuilder configuration

MATERIAL HANDLERS

	Operating Weight		Max Reach Ground		Rated Power Gross	
DX210WMH-5	57,200 lb.	(25,955 kg)	35'9"	(10,900 mm)	189 hp	(141 kW)
DX225MH-5	60,848 lb.	(27,600 kg)	35'5"	(10,800 mm)	166 hp	(124 kW)
DX300MH-5	79,366 lb.	(36,000 kg)	42'7"	(13,000 mm)	271 hp	(202 kW)

MH = Material Handler WMH = Wheel Material Handler

NOTE — Where applicable, dimensions are in accordance with Society of Automotive Engineers (SAE) and ISO standards. Specifications and design are subject to change without notice. Pictures of Doosan equipment may show other than standard equipment. All dimensions are shown in inches. Respective metric dimensions are enclosed by parentheses. Doosan Infracore North America, LLC, equipment is manufactured with a Quality Management System that is in compliance with ISO 9001:2008. All dimensions are given for the standard configuration unless otherwise noted.

Visit DoosanEquipment.com for more product specifications.



OWN IT
ONE JOB. THREE WEEKS. NO EXCUSES.

YOU STAND BEHIND YOUR WORK.
WE STAND BEHIND OURS.

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